

**SUSTAIN OUR COMMUNITIES COMMITTEE
EMPOWERING NEIGHBORHOODS FORUM**
Saturday, February 7, 2015

TIME TO GO: PREPARING YOUR HOME FOR SALE

CONSULT A REALTOR – IT’S NEVER TOO EARLY

TIMING OF YOUR SALE / WHERE WILL YOU MOVE?

PREPARING YOUR HOME FOR SALE

Appeal to the potential buyer

Clean up, fix up or toss out

Light, bright and spacious

De-clutter/ organize/ edit – rooms and closets

De-clutter attics, garages and basements

Neutralize / neutral colors

Less is better

Curb appeal / first impressions

Super clean kitchen and baths

Fresh clean smell

Condition of floors: wood, tile, vinyl and carpets

Fresh paint

Fix even minor repairs – leaking faucets, caulk and grout

Do you have an UST – underground oil tank?

Do you have public water and sewer or septic and well?

Have you had a recent termite inspection?

Has your furnace flue been inspected? Filters changed?

Has your fireplace been cleaned and inspected?

Do you have asbestos insulation around your pipes? Asbestos tile floors? Siding?

Was the home built before 1978?

Should you have a pre- sale inspection by a whole house inspector?

What conveys? Draperies? Refrigerator, Washer and Dryer? Heating oil? Fireplace screens?

Are there warranties remaining on appliances and HVAC, etc ?

Compile information on average and/or range of utility bills

Do you have a survey of the property?

What improvements have you made to the home since you owned it?

What are the special features of your home? What led you to buy the home?

DON'T OVERIMPROVE

PRICING YOUR HOME

Realtor market analysis

Appraisal

Demand sets price – sales are influenced by price, location and style/condition

Value and marketability

CONSULT OTHERS

Handymen and contractors

Moving companies

Stagers

Other community service providers - Greater Richmond Alliances

BUYING ANOTHER HOME?

Enlist the services of a buyers' agent sooner rather than later

Obtain a preapproval letter from a lender if you will purchase your home with a mortgage

QUESTIONS?

For additional information contact:

CATHY SAUNDERS

GRI, ABR, SRES, CLHMS and Associate Broker

Long and Foster Realtors

(804) 288-8888 or (804) 484-3329 (direct) or cathy.saunders@longandfoster.com